

Message Text

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ORIGIN COME-00

INFO OCT-01 AF-08 ISO-00 EB-07 /016 R

DRAFTED BY COM/OED/MEPD/GBURKE/LW

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COM/OED/MEPD/SMCONGER, DIRECTOR

COM/OIM/RBIDDLE (INFO)

AF/LWHITE (INFO)

----- 098633

P R 110310Z DEC 76

FM SECSTATE WASHDC

TO AMCONSUL KADUNA PRIORITY

INFO AMEMBASSY LAGOS

UNCLAS STATE 301593

E.O. 11652: N/A

TAGS: BENC, NI

SUBJECT: MAJOR PROJECT: PREPARATION OF MASTER PLANS FOR

-- KADUNA STATE WATER SUPPLY

REF: KADUNA 0983

1. REGRET TELEGRAPHIC DIFFICULTY DELAYED MEPD RECEIPT OF
REFTEL UNTIL DECEMBER 7. CHECKS WITH THREE FIRMS
INDICATED WINZLER AND KELLY WILL NOT PROPOSE; BOTH GILBERT
AND BECHTEL WILL RPT WILL PROPOSE. LETTER RECEIVED BY
GILBERT FROM WATER BOARD GAVE DEADLINE AS DECEMBER 31.
GILBERT SENDING REPRESENTATIVE, ROBERT CASWELL, TO KADUNA.

SCHEDULED ARRIVAL DECEMBER 13. BECHTEL ALSO PLANS TO
PROPOSE BUT THEIR UNDERSTANDING WAS THAT DEADLINE WAS
DECEMBER 23. BECHTEL ALSO ASKED IF EMBASSY MIGHT BE ABLE
OBTAIN 30 DAY EXTENSION TO ALLOW TIME TO PREPARE FULLY
RESPONSIVE BID.

2. CAMP, DRESSER AND MCKEE WAS AWARE OF PROJECT AND HAS
BEEN IN CORRESPONDENCE WITH WATER BOARD. FIRM DECLINED TO
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PROPOSE BECAUSE WATER BOARD WAS SEEKING FEE QUOTATIONS

(CDM USUAL PRACTICE IS TO PREPARE TECHNICAL PROPOSAL AND

THEN NEGOTIATE FEE) AND BECAUSE OF SHORT TIME FRAME.
SINCE QUALIFIED U.S. FIRMS ALREADY REPRESENTED AND TIME
FRAME, EVEN WITH POSSIBLE EXTENSION, IS SHORT, BELIEVE
ADDITIONAL WIDE DISSEMINATION THIS OPPORTUNITY AT THIS
TIME WOULD BE COUNTERPRODUCTIVE.

3. ACTION REQUESTED: WOULD APPRECIATE CONSULATE VERIFY
PRESENT DEADLINE AND ATTEMPT OBTAIN 30 DAY EXTENSION.

ROBINSON

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